

2021-2022 DONOR APPRECIATION ANNUAL REPORT

Changing Tomorrow Through Your Gifts Today

Dear ASA Supporters,

AS WE CELEBRATE our accomplishments and ambitiously plan for our future, we are reminded of the integral role that you play in our success. It is your engagement that buoys and sustains us as we take on the critical task of conserving working lands in our region. We are thankful for all that you do to endorse us, from your sponsorships to your donations, to your volunteer hours.

Though we often measure our success by the acres we conserve, it's equally important to consider the farm families and businesses we support and the community we build. While ASA remains resolutely committed to conserving farmland and supporting farmers, we are also excited to pursue opportunities in forest easements, community conservation, climate resilience, land access and farm viability. These strategic plan priorities help us fulfill our threefold mission of conserving working farms and forests, connecting people to the land, and promoting a vibrant future for agriculture and forestry in our region.

I am deeply appreciative of the hard work and commitment of the ASA staff and board and grateful for the galvanizing gifts of our supporters. Thank you for joining our efforts!

In stewardship,

Tarah Rowse

Tarah Rowse, Board Chair



Cows in pasture at Otter Creek Farm (top);
Field at Betts Farm (bottom)

Strategic Goals *in Action*

Conserving Viable Land

The farms conserved in FY2021-22 represent a range of the diverse agriculture in our two counties including dairy, dairy support lands, organic blueberries and shitake mushrooms, beef, and sheep. The diversity in the size and production of the farms strengthens the agricultural economy and maintains our beautiful landscape of fields, pasture and forest.

Several of the conservation projects support the transfer of the farm operation to the next generation which is increasingly important as the majority of those currently farming approach retirement.

Rensselaer County

- Luskin Farm**
144.89 acres in the Town of Pittstown
- Hay Berry Farm**
166.61 acres in the Town of Hoosick
- Nelson B. Betts, Jr. & Sons Farm**
336.1 acres in the Town of Schaghticoke
- Hoacre Farm**
382.11 acres in the Town of Hoosick
- Begin Farm**
101.46 acres in the Town of Hoosick
- Meadowpond Farm**
175.72 acres in the Town of Brunswick
- Otter Creek Farm**
465.01 acres in the Town of Pittstown

Washington County

- Chapin Family Farm**
320.42 acres in the Town of Hartford
- Liddleholme Farm**
164.15 acres in the Town of Greenwich
- Ro-Acres Farm**
117.64 acres in the Town of White Creek
- Allenwaite Farms/
Omega Productions**
89 acres in the Town of Easton



**2,463.11
ACRES PROTECTED**



Pollinator walk with
Katie Hietala-Henschell

Making a Connection with the Land in 2021-2022

Early Morning Birding Walk at Pencil Brook Farm

Wildlife ecologist and artist Steve Sanford conducted a birding walk in South Cambridge for expert and beginner birders.

Fungi in Your Garden – A Virtual Workshop

Regional mycologist Sue Van Hook led a virtual workshop on mycorrhizal fungi benefiting garden, field and forest plants. She explained the roles different groups of fungi play in balancing the carbon cycle and creating a resilient soil sponge.

Fostering Farms and Farmers

Financial and Business Planning Resources for New Farmers – A Virtual Training

This virtual meeting provided an introduction to the resources and programs designed for new farmers by the USDA's Farm Service Agency, Farm Credit East, the Hudson Valley AgriBusiness Development Corporation and Iroquois Valley Farms. The presenters gave an overview of their programs for new farmers, and what to expect when contacting them.



John Umlauf,
David Birdsall and
Tricia Lockwood
during the
Game of Logging
chainsaw safety
program

Our 5-Year Strategic Goals



CONSERVE LAND

by protecting high quality farms and diverse forests, and advancing climate resilience strategies



SUPPORT FARMERS

by helping established and emerging farm businesses remain or become economically viable



ENGAGE PEOPLE

by shaping policy and addressing community needs through engagement and outreach



SUSTAIN ASA

by creating a durable, adaptive and well-run organization with broad community support

Strategic Goals *in Action*

Addressing Farm Viability in a Changing Climate



Permaculture Design Tour at Hay Berry Farm in Rensselaer County

Farm-Scale Permaculture Design Tour

Landowners saw how contours, holding ponds and perennial plantings have transformed the sloping hayfields of the protected Hay Berry Farm in Rensselaer County.

Interseeded Cover Crop and Soil Health Field Talk

Dr. Allen Williams of Understanding Ag, led a field talk at the conserved Otter Creek Farm in Johnsonville to discuss the use of cover crops, including interseeding, to improve soil health. Participants viewed a demonstration plot where multi-species cover crops had been interseeded into silage corn and discussed the potential for grazing the cover after corn harvest.

Juggling Cover Crops, Manure and Reduced Tillage

At this day-long forum, participants heard from a panel of farmers and researchers in our region about the techniques used to increase their use of cover crops and reduce tillage. Kirsten Workman spoke about her work with farmers in Vermont on manure management. Aaron Ristow from American Farmland Trust's Genesee River Demonstration Farm Network spoke about the results the network farmers have seen from incorporating innovative conservation practices on their farms.

Engaging Our Community

ASA receives a grant from the Charles R. Wood Foundation to design and create a Sensory Trail in the forest



Forest officially opens to the public in November 2021



Four Wild Art programs are conducted at the forest for community members of all ages

Sustaining ASA

Landscapes for Landscape Art Show and Exhibition One for the Record Books

\$62,980 in record-breaking proceeds generated to protect the working landscapes of Washington and Rensselaer counties



ASA bids farewell to Executive Director Teri Ptacek after 18 years of service

Our community gathers together at a sold-out Forever Farmland Supper to celebrate Teri's accomplishments and wish her well in retirement. ASA launches the Next Chapter Campaign to honor Teri Ptacek's legacy and position ASA for future growth and sustainability.



New Executive Director is named by ASA Board

14-year ASA veteran, Renee Bouplon, takes the leadership role



ASA starts 2022 by hiring Project Manager

Laura Kipper with Chloe

Your Land Trust BY THE NUMBERS

April 1, 2021 - March 31, 2022



27,492

total acres of conserved farmland and forests in Washington and Rensselaer counties as of 3/31/22.

157

permanently protected properties

774

donors support ASA

143

new community members included ASA in their charitable giving

19 CONSERVATION PROJECTS

in ASA pipeline amounting to 5,284 acres of Forever farmland

11 PROPERTIES CONSERVED

Forever farmland in FY2021-22

75 VOLUNTEERS

offered programs, built trails and created signage at the Cambridge Community Forest

20 WORKSHOPS

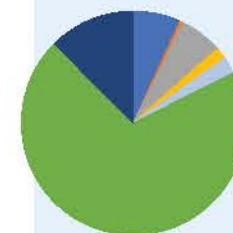
were conducted at the Cambridge Community Forest for residents of all ages



125 FARMERS, LANDOWNERS OR INTERESTED SUPPORTERS

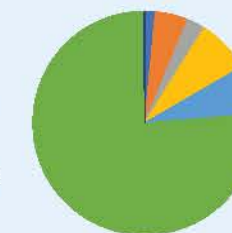
attended programs ranging from permaculture design and juggling manure, cover crops and tillage to bird and winter tree identification workshops

FY2021-22 Financials



INCOME

Individual & business donations	\$274,239
Other government grants	\$20,301
Private foundations	\$242,030
Special events	\$68,594
Earned income	\$96,600
Easement acquisition grants	\$2,780,830
Other	\$495,680
TOTAL	\$3,978,270



EXPENSE

Stewardship & easement enforcement	\$54,690
Education & outreach	\$170,209
Fundraising	\$94,904
Management & general	\$277,169
Land protection & management	\$253,084
Easement acquisition	\$2,730,531
Other	\$4,217
TOTAL	\$3,580,586

ASA's financial records have been audited by CUSACK & COMPANY, CPAs, LLC. A complete copy of the financial statements for this period may be obtained by contacting ASA or New York Department of State, Office of Attorney General's Charities Bureau, The Capitol, Albany, NY 12231.

